

Message Text

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PAGE 01 STATE 219096
ORIGIN EB-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 SSO-00 NSCE-00 USIE-00
PRS-01 INRE-00 CAB-02 CIAE-00 COME-00 DODE-00
DOTE-00 INR-07 NSAE-00 FAA-00 SS-15 /056 R

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APPROVED BY EB/OA/AVP:AJWHITE
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O R 132015Z SEP 77
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN IMMEDIATE
INFO AMEMBASSY PARIS
AMEMBASSY ROME

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PASS RCAA DWOR

E.O. 11652: N/A

TAGS: EAIR, IT, IN

SUBJECT: IRAN AIR, THE A300 AND THE B727-200

REF: STATE 216852

1. DEPTOFF LEARNED TODAY THAT THE "APPARENTLY CONCLUDED DEAL" CITED IN PARA 5 OF REFTTEL SHOULD BE CONSIDERED LESS APPARENT THAN IS IMPLIED. A SECOND, EQUALLY RELIABLE INDUSTRY SOURCE HAS PROVIDED NEW INFORMATION WHICH PUTS A DIFFERENT CAST ON DATA PROVIDED BY THE FIRST SOURCE.

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2. DEPTOFF WAS INFORMED THAT IRAN AIR HAS REQUESTED BOEING TO EXTEND THE DEADLINE OF THEIR LETTER OF PROPOSAL, IN WHICH IRAN AIR WAS OFFERED 727-200 AIRCRAFT, FROM 10 SEPT TO 30 SEPT. BOEING, WHICH IS CURRENTLY CONSTRUCTING THE 727-200 AIRCRAFT OFFERED IRAN AIR, HAS THE REQUEST UNDER CONSIDERATION. (ACCORDING TO DEPTOFF'S CONTACT, BOEING IS EXPECTED TO GRANT THE EXTENSION).

3. BOEING'S RECEIPT OF IRAN AIR'S REQUEST FOR AN EXTENSION INDICATES THEIR BID IS STILL ALIVE AND SUGGESTS THAT THE A300 HAS NOT BEEN IRREVOCABLY SELECTED OVER THE B727-200. ON THE OTHER HAND, IT DOES NOT NECESSARILY MEAN THAT THE A300 HAS NOT BEEN SELECTED, FOR IT IS PLAUSIBLE THAT IRAN AIR MAY OBTAIN BOTH: THE A300 ON A "DRIVE-FIRST, BUY-LATER" LEASE AND THE 727-200 AS WELL. IN ANY CASE, EMB SHOULD NOT ABATE ITS EFFORTS TO ASSIST BOEING TO PROVIDE IRAN AIR THE 727-200 OR TO OBTAIN ANY INFORMATION OR DETAILS FROM GOI AVIATION SOURCES ON AIRBUS INDUSTRIE'S A300 DEAL, IRRESPECTIVE OF ITS STATUS.

4. FYI: IT WAS ALSO REPORTED THAT IRAN AIR HAS TURNED DOWN EASTERN'S CONTRACT TO PROVIDE THEM TRAINED A300 CREWMEMBERS UPON IRAN AIR'S PRESUMED ACQUISITION OF THE A300 AS "TOO COSTLY". VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ACQUISITION, COMMERCIAL AIRCRAFT, NEGOTIATIONS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Sent Date: 13-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
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